

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS– Baltimore USEAC

300 W. Pratt Street, Suite 300
Baltimore, MD 21201

Office.BaltimoreUSEAC@mail.doc.gov

Tel: 410-962-4539

Fax: 410-962-4529

“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



November 2005 NEWSLETTER

Edited by Nicole Recchia

The Latin American Regional Business Forum

By: Nicole Recchia



The Latin America Business Forum took place on November 15, 2005 in the Baltimore World Trade Center Institute. The event was co-hosted by the Baltimore USEAC and the World Trade Center Institute. There were over 100 attendees at the event seeking information on future exporting opportunities into the Latin America/Central American region. The Forum opened with Mack Tadeu, chief of the Commercial Service's office in Chile; Miguel Narvaez, First Secretary of the Embassy of Mexico; Margaret Hanson-Muse, Commercial Service Peru chief; and Doreen Mendoza, U.S. Department of Commerce Trade Compliance Center. Leslie Schweitzer of the U.S. Chamber of Commerce moderated the panel.

According to Mack Tadeu, Chile is geographically separate from the rest of Latin America and has a business environment and legal infrastructure that are favorable to U.S. companies conducting business there. He expressed the need for machinery, equipment, and technology exports to Chile.

Mexico has the largest network of FTA's, according to Miguel Narvaez, and is thus a springboard to trading throughout the region as well as the EU and several Asian countries. Mr. Narvaez informed the attendees of possible export markets in Mexico, including automotive, textiles, electronics, household

appliances, and aerospace. He also enforced the need for value added products.

Margaret Hanson-Muse stressed the issue of diversity within Peru due to culture and geography. Doing business with Peru can be very difficult due to high levels of corruption and an unfavorable business environment, but companies that mitigate those risks can “combat the challenges to trade with this country.” Education, services, and machinery are only three of the important U.S. exports to Peru.

Doreen Mendoza spoke about trade agreement compliance and the support offered by the U.S. Department of Commerce for companies that believe that they are being disadvantaged due to violation of a country's trade agreement obligations. She strongly encouraged U.S. companies to protect their intellectual property rights abroad and recommended that they visit the Trade Compliance Center's IPR protection tool boxes at www.stopfakes.gov.

Daniel Thompson gave an informative keynote address on the importance of CAFTA for U.S. companies. He stated that, “To Central America, the U.S. is THE market” with 40% of the regions imports originating in the United States. Central America has changed remarkably from the 1980s, now boasting democracies and ongoing market liberalization. U.S. Hispanic-owned companies, particularly those with links to Central America, will likely find increasing opportunities in the region.

After listening to the presentations, attendees received further information on specific countries from scheduled one-on-one meetings with the experts from countries such as Brazil, Peru, and Mexico.

Attendees also benefited from the experience of a number of company representatives with significant experience in Latin America. These private-sector experts included Procter & Gamble, PNC Bank, AIG World source, Northrop Grumman, and MedEx.

This event was made possible due to the generous support of the sponsors of the Forum – Northrop Grumman, PNC Bank, Priority Worldwide, and Fedex.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

The Maryland BuyUSA.gov Business Service Provider Directory

If your company provides professional services that use to conduct international business you can leverage *The Maryland BuyUSA.gov Business Service Provider Directory*, which combines the power of the Internet with our network of specialists here in Maryland and those across the world. With a goal of providing an additional resource to the U.S. exporting client-base in the Maryland region, the *Maryland BuyUSA.gov Business Service Provider Directory* provides your company access to U.S. exporters looking for services that will ultimately lead to their company growth. The directory specifically contains information on various services that many small- and medium-sized exporters require in the United States, as well as internationally



For \$300, the benefits of the annual listing include:

- ☐ Detailed company description with logo and contact information
- ☐ Link to your corporate website
- ☐ Online promotion for one full year
- ☐ Additional promotion in the Maryland Global Express (the monthly newsletter of the Baltimore USEAC)
- ☐ Linkage to U.S. exporters

Register before January 15, 2006 and become a *Founding Subscriber* for \$200, a third off the regular price.

For more information, call (410) 962-4539 or visit www.buyusa.gov/baltimore and click on "Business Service Providers"

Congressman Wayne Gilchrest Honors Airpax Corporation of Cambridge for Export Achievement

Cambridge, Maryland, November 14, 2005 – Exports are big business for many Eastern Shore, Maryland companies. That was the message from Congressman Wayne Gilchrest who presented the U.S. Commerce Department's Export Achievement Certificate to local company Airpax Corporation of Cambridge. The award recognizes companies that either made their first export sale or open new foreign markets.

"Airpax represents a growing trend toward exporting by a number of companies on the Eastern Shore," said Congressman Gilchrest. "Through exporting, these companies are able to create more and higher-paying jobs that benefit the local economy."

Representatives from the Salisbury offices of Senators Paul Sarbanes and Barbara Mikulski also presented Airpax with citations for the company's export expansion. Senator Mikulski stated in her citation, "Airpax Corporation has done outstanding work in promoting Maryland business worldwide, creating jobs in Dorchester County and sustaining Maryland's world class economy."



Also participating in the event were Mayor Cleveland Rippens, who presented a citation from the City of Cambridge, and the new Economic Development Director for

Dorchester county, Bradly Broadwell, who delivered congratulatory remarks.

Airpax is the world leader in the supply of Hydraulic-Magnetic Circuit breakers to a variety of industries. Airpax supplied products in 2004 to 38 different countries. Sales to foreign countries have doubled over the past 4 years and now represent over 34% of Airpax's business.

After meeting with U.S. Export Assistance Center staff in Baltimore about its ambitions in Hong Kong, Airpax decided to use the U.S. Commercial Service's Gold Key Service and participated in a catalog show event in Hong Kong. This assistance helped Airpax select and sign an agreement with Hong Kong distributor, Jetronic Technology, in 2002, which has resulted in a marked increase in sales of magnetic circuit breakers and thermal protection devices. The deal with Jetronic has also improved Airpax's capability to export to customers in Mainland China.

This success led to additional Gold Key searches and the subsequent selection of Asia/Pacific agents for Airpax. This work was supported by Michael Bailey, formerly Airpax Asia/Pacific Regional Sales Manager and currently Managing Director of Bailey & Wong. Mr. Bailey spearheaded the efforts to expand the Airpax Asia/Pacific sales network by working with the United States Commercial Service via their Gold Key Service. Together, they performed Gold Key searches for distributors and agents in Taiwan, Hong Kong, Thailand, the Philippines, Australia and New Zealand.

Last year, the U.S. Export Assistance Center (USEAC) in Baltimore, Maryland helped local companies make over \$132 million in export sales. The Baltimore USEAC is part of the global network of the U.S. Commercial Service, a Commerce

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Department agency that helps U.S. businesses sell their products and services globally. The agency's worldwide network includes 105 U.S. Export Assistance Centers throughout the United States and more than 150 international offices. In 2004, the Commercial Service network helped facilitate \$26 billion in U.S. export sales. For more information on the U.S. Commercial Service, call the U.S. Export Assistance Center in Baltimore at 410-962-4534 or visit <http://www.buyusa.gov/baltimore>.



-New Online Service-

On July 1, 2005, the National Institute of Standards and Technology (NIST), an agency of the U.S. Department of Commerce, launched Notify U.S., a free Internet-based service that electronically notifies interested businesses when foreign governments propose regulations that might influence the treatment of U.S. exports.

This service will spare businesses and other organizations from unwanted surprises sometimes caused by unanticipated changes in technical requirements that dictate terms of market entry. Notify U.S. will gather, organize, and disseminate notifications of proposed regulatory changes issued by any of 148 countries that are members of the World Trade Organization (WTO). Under the Agreement on Technical Barriers to Trade (TBT), WTO Members are required to report proposed central government and sub-central government regulations that may have an impact on trade.

In order to receive information from this online source organizations and individuals must register online and specify the fields of activity that they wish to track. (41 fields of activity to choose from) They also can monitor developments in selected countries or regions, such as Japan or the European Union. In return, Notify U.S., containing up-to-date WTO-distributed notifications, will automatically send an electronic mail document.

Notify U.S. is expected to make it easier for U.S. companies to stay on top of foreign technical regulations that affect their overseas business. Early warning should help to ensure that U.S. organizations have adequate lead time to review and comment on proposed regulations and perhaps head off regulations judged to pose a barrier to trade.

Last year, WTO members issued more than 700 TBT-related notifications. The largest numbers were issued in the areas of chemical technology, food technology, road vehicle engineering, and health care technology.

Commerce Department Launches China IPR Advisory Program

Washington, D.C. – U.S. Commerce Secretary Carlos M. Gutierrez today announced a new China Intellectual Property Rights Advisory Program that will allow U.S. small and medium-sized enterprises (SMEs) to request free, one-hour consultations with an experienced volunteer attorney to learn how to protect and enforce intellectual property rights (IPR), such as trademarks, patents or copyrights, in China.

Gutierrez announced the new program, developed in coordination with the American Bar Association, the National Association of Manufacturers, and the American Chamber of Commerce in China, today during remarks delivered to the U.S. Chamber of Commerce Anti-Counterfeiting and Piracy Summit.

“IP-based businesses are the largest sector of the U.S. economy and IP-based industries must be able to protect their ideas in order to protect their livelihood.” Gutierrez said. “Our goal is clear: This Administration is committed to stopping trade in pirated and counterfeit goods. We can’t allow the creation of a world environment where patents and trademarks and copyrights don’t mean anything.”

In addition to providing U.S. businesses with free, expert guidance on how to protect their intellectual property in China, this program also seeks to:

- Help American businesses understand the steps they must take to develop an intellectual property protection strategy for the Chinese market;
- Help U.S. companies facing China-related IPR disputes pursue resolution to their problems; and
- Reinforce the message that it is essential for U.S. companies to take action to protect and enforce their IPR in accordance with China’s civil, administrative and criminal laws, and that failing to act can have devastating consequences for future business.

This program builds on the initiatives Gutierrez announced on September 21, 2005 that also strengthen global IPR protection and enforcement. Information on how to use the SME China IPR Advisory Program is located on U.S. Department of Commerce websites: www.export.gov/China and www.Stopfakes.gov.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

The Department of Commerce also offers a broader legal advisory outreach program for export operations. Volunteer attorneys through the Export Legal Assistance Network (ELAN) provide U.S. businesses with legal advice on initiating export operations. Created through a cooperative agreement among the U.S. Small Business Administration (SBA), the U.S. Department of Commerce, and the Federal Bar Association, ELAN allows an SME to consult with an international trade attorney from the Federal Bar Association regarding export-related legal issues. To contact an ELAN international trade attorney, please call (202) 778-3080. For further information on the ELAN program, please visit its website at WWW.EXPORT-LEGAL-ASSISTANCE.ORG.

Ambassador Franklin L. Lavin Sworn in as New Under Secretary of Commerce for International Trade

Franklin L. Lavin was sworn in as the nation's tenth Under Secretary for International Trade on November 2, 2005.

As Under Secretary for International Trade, Lavin oversees the International Trade Administration (ITA), an agency of 2,500 employees stationed around the world. Lin believes that trade is an engine for domestic economic growth, as well as for international political stability, and that ITA has a unique leadership role within the federal government.

Before joining the U.S. Department of Commerce, Lavin served as the U.S. Ambassador to the Republic of Singapore, from 2001-2005. Between 1996 and 2001, Lavin worked as a banker and venture capitalist in Hong Kong and Singapore serving in senior banking and management positions at Citibank and Bank of America.

During the George H. W. Bush administration, Lavin served as Deputy Assistant Secretary of Commerce for Asia and the Pacific. In that position, he was responsible for commercial policy, assisting companies with market access, and trade negotiations for all of East Asia, except Japan.

During the Reagan administration, he served in the White House as Director of the Office of Political Affairs, assisting President Reagan with the management of domestic political issues. Lavin also served on the Reagan National Security Council Staff, as Deputy Executive Secretary. In this capacity, he was responsible for planning state visits and summit meetings. Previously, Lavin had held staff positions at the White House and the U.S. Department of State.

Lavin earned a B.Sc.F.S. at the School of Foreign Service at Georgetown University. He went on to earn an M.Sc. in Chinese Language and History from Georgetown, an M.A. in International Relations and International Economics from the School of Advanced International Relations at the Johns

Hopkins University, and an M.B.A. in Finance at the Wharton School at the University of Pennsylvania.

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

Business and Culture in Thailand: Year End Celebration and Seminar

December 14, 2005, 4:00 - 7:30 pm

Baltimore, MD

Cost: \$25 for WTCI Members; \$50 for Non-Members

For more information visit: www.wtci.org

- Learn about current Thai business opportunities
- Hear the latest "Do's/Don'ts for business in Thailand - culture, trends, business and legal
- Network with officials from the the Royal Thai Embassy and companies doing business in the region
- Enjoy authentic Thai food prepared by Phillips Foods' chef Sam Komol

Speakers include Chaveevarn Chandanabhumma, Commercial Minister, Royal Thai Embassy; Mark Sneed, President, Phillips Foods; Kevin O'Connell, Senior Partner, O'Connell & Co.; Apisith John Sutham, Partner, Apisith & Alliance, Ltd., attorneys; Bangkok Representative, Board of Investment of the Kingdom of Thailand.

CTIA WIRELESS 2006

April 5-7, 2006

Las Vegas, Nevada

For more information visit: www.ctia.com

CTIA WIRELESS is the number1 ranked wireless show in North America and represents the fastest growing, most dynamic segments of the telecommunications industry: wireless communications, Internet, computing and mobile data. Every year, this show draws over 35,000 qualified worldwide attendees, including 900 exhibitors, occupying more than 400,000 square feet of exhibit space. The 2006 event is expected to continue this trend.

The exhibitors in the CTIA Wireless show cover all segments of the wireless, mobile computing and Internet industries, such as: Application & Software Providers; Carriers; Content Providers & Aggregators; Fixed Wireless Providers; Gaming & M-tertainment Developers; ISPs; Land Mobile Radio; Manufacturers of Components, Hardware and Infrastructure; OEMs; Software Developers; Tower/Siting Companies; WiFi/WLAN/802.11 Providers; and Wireless Portals.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

15th Biennial World Congress on Information Technology

May 1-5, 2006

Austin, Texas

For more information visit: <http://www.wcit2006.org>

The 15th Biennial World Congress on Information Technology (WCIT) will be a dynamic gathering of an estimated 2,000 global IT leaders from business, government and academia. Delegates will include cabinet-level executives, heads of state, ministers of IT, top academics and world-renowned scientists. Delegates will come prepared to discuss IT policy issues, direct the future of technology, and to drive both economic and revenue decisions for their respective organizations.

Food Marketing Institute's Supermarket Convention & Educational Exposition

May 7-9, 2006

Chicago, Illinois

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

The Food Marketing Institute's Supermarket Convention & Educational Exposition is the largest, most comprehensive event of its kind in the world. It is the premier show for Supermarket retailers and wholesalers now offering 5 shows in one location (The FMI Show, Fancy Food Show, U.S. Food Export Showcase, United Produce Expo and Conference, and All Things Organic), over 1000 exhibitors, targeted educational sessions, group incentives, and a worldwide audience. The International Trade Center (ITC) also offers a wide array of services to make it as easy as possible for international attendees to exchange information with their peers and meet with U.S. suppliers to discuss import/export opportunities.

For more detailed information about FMI 2006 and other FMI events the official website can be seen below:

<http://www.fmishow.org>

The International Franchise Expo

June 2-4, 2006

Washington, DC – Washington Convention Center

For more information visit: www.franchiseexpo.com

The IFE presents attendees with a wide variety of seminars on all aspects of franchising, some of which are targeted specifically for international attendees. Many are provided free as part of the cost of admission and others, which are in-depth seminars are accompanied by comprehensive course materials require registration and a fee. MFV Expo, the show organizer, is offering a 50 percent discount on the pre-registration for the in-depth seminars.

GLOBALCOMM 2006

June 4-8, 2006

McCormick Place in Chicago, IL.

For more information visit:

www.globalcomm2006.com

GLOBALCOMM will provide access to the entire buying-selling chain by bringing together present and potential partners, customers, suppliers, and competitors in a worldwide marketplace for ICT and telecommunications infrastructure equipment, systems, and solutions. The exhibit will provide a comprehensive, ever-evolving global resource of established and emerging communications technology suppliers and manufacturers dedicated to providing solutions for the complex needs of today's—and tomorrow's—rapidly changing information marketplace. The show will draw approximately 20,000 participants from around the world, including more than 450 exhibitors utilizing 200,000 net square feet of exhibit space. GLOBALCOMM will offer a comprehensive curriculum of over 150 educational sessions featuring more than 400 industry leaders and experts. These include free sessions such as keynote speeches;

International

Arab Health 2006

January 22-25, 2006

Dubai World Trade Center, U.A.E.

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov

For 30 years *Arab Health* has led the way in healthcare exhibitions in the Middle East and continues to meet the demands of the industry by providing the highest quality and numbers of healthcare specialists and dealer distributor attendance.

- Participation in *Arab Health* will enable you to reach buyers throughout the Middle East and surrounding markets.
- In 2005, there were a total of 1,747 exhibitors from 63 countries, including 29 country pavilions. Over 28,000 professional visitors, including over 1,500 dealers and distributors, attend the show to source new products.

If you want to display equipment or have a major presence at the show, this is the option for you. The U.S. show organizer will work closely with you to provide you with whatever booth options you need. In addition, the organizer will assist you with transportation arrangements and travel plans. Call Kallman Worldwide at 201-251-2600.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

3GSM World Congress

February 13-16, 2006

Barcelona, Spain

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539 or Bryan.Larson@mail.doc.gov

Considered one of the leading events in the mobile communications sector, the 3GSM World Congress will be held in Barcelona, Spain. The last conference, held in Cannes, attracted an estimated 34,000 participants from 173 countries with approximately 600 exhibitors. The event is organized by the GSM association in conjunction with Informa Telecoms and Media. The U.S. Commercial Service Barcelona office has offered to assist potential U.S. exhibitors or visitors with market intelligence and introductions to potential business partners.

EXPO COMM Mexico 2006

USA Pavilion

February 14 to 17, 2006

Mexico City, Mexico

Cost: \$4,545

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539 or Bryan.Larson@mail.doc.gov

The U.S. Embassy in Mexico, the U.S. Department of Commerce and E.J. Krause are pleased to announce the **4th annual USA Pavilion at EXPO COMM MEXICO 2006**. EXPO COMM is Mexico's largest and longest running telecommunications, wireless, networking and Internet technologies exhibition and conference. The high visibility and location of the **USA Pavilion** are difficult to beat. Participating exhibitors receive a variety of benefits in addition to the standard package booth features: Inclusion in the USA Pavilion Catalog, inclusion in advertising and marketing, invitation to speak in the U.S. Seminar Series, invitation to U.S. Embassy networking events, use of U.S. Business Center in Pavilion, refreshments provided in U.S. Business Center in Pavilion, on-site support from U.S. Commercial Service staff.

Aerospace Executive Service (AES) at Asian Aerospace 2006

February 20-21, 2006

Changi Exhibition Centre, Singapore

Contact: Eric Nielsen, U.S. Commercial Service – Tucson, at (520)670-5540 or eric.nielsen@mail.doc.gov

The U.S. Commercial Service Aerospace & Defense Team will offer a unique way for U.S. firms to participate at Asian Aerospace 2006.

Asian Aerospace brings the world's main players in aviation and defense technologies to Singapore. It is Asia's leading showcase of commercial and military aircraft components, maintenance equipment, defense systems and airport equipment/systems. Attendees will benefit from the following:

- 2 days of pre-scheduled meetings with potential partners, agents, and buyers (February 20-21, 2006) in advance of the exhibition
- One show entry pass per company representative
- Copy of the official Asian Aerospace Exhibitor's Directory
- One invitation to U.S. Ambassador's Reception per company representative
- Pre-show market briefing
- Shared 18sqm booth at Asian Aerospace to use for meetings and to display company literature (presumes 12 participating U.S. companies)
- Base of operations and access to all amenities in official U.S. Pavilion including shared office suite, equipment, services, and lounge when not in use for one-on-one Asia Now Appointments
- Coordination with U.S. Commercial Service aerospace industry specialists in Asia
- On-site AES Program coordination

U.S. Pavilion at China Building 2006

February 28-March 3, 2006

China International Exhibition Center (CIEC) in Beijing

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

With an 11-year track record, this exhibition is one of the most established events of its kind in Asia, showcasing an extensive array of companies dealing in building construction materials, equipment, and services. Currently, Beijing is in the midst of unprecedented level of construction activity, including: - Investment of over \$3.5 billion in stadiums and facilities for the 2008 Olympics, with nearly \$29 billion in Olympics-related infrastructure development by 2008 - Real estate investment of over \$33 billion by 2005 with a total market scale of approximately \$60 billion Last year's show was a major success and included a sold-out 16-booth American Pavilion. Several export successes were documented during the show. Our next China Building event is anticipated to have an even larger Pavilion, allowing U.S. companies an unequalled opportunity to showcase their products & services to Chinese buyers.

Sicurezza and Sicurtech Expo 2006

March 15-18, 2006

Milan, Italy

Contact: **Maria Calabria, U.S. Commercial Service, Rome, Italy, by fax (+39 06 4674 2113) or E-mail Maria.Calabria@mail.doc.gov**

Sicurezza is an international security sector event held in Italy. This edition will run simultaneously with the **Sicurtech** show, focusing on technologies for fire fighting, workplace safety and hygiene and civil defense. Both shows are organized by Fiera Milano Tech S.p.A. Additional information regarding this trade show can be found by consulting the following website:

<http://www.intelshow.com/fi/hpsicurezza6/1,4946,e,00.html>

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Sicurtech Expo showcases the most efficient and innovative technology for workplace safety and health, hazard prevention, fire-fighting and emergency relief in case of natural disaster. Hazard prevention and safety are issues that are increasingly drawing the attention of the general public, the media, the business community and policymakers. Growing demand for greater safety is prompting the industry of the sector to rise up to the concern by rolling out swift and dependable products.

U.S. Microelectronics Trade Mission

March 20-23, 2006

Shanghai, China

Contact: Marlene Ruffin, Project Manager at 202-482-0570 or Marlene.Ruffin@mail.doc.gov

The U.S. Microelectronics Trade Mission will coincide with the highly acclaimed annual Shanghai exhibition Electronica and Productronica China 2006 – co-located with SEMICON China. An ideal way to establish or maintain a competitive position in China's lucrative market, this mission is open to representatives of U.S. firms specializing in the design, manufacture, and distribution of a range of microelectronics products, including semiconductor devices, IC design, semiconductor manufacturing equipment, clean room equipment, and electronics packaging/interconnects.

SOFEX '06 – International Special Operations Exhibition & Conference

March 27-30, 2006

Amman, Jordan

Contact: Marketing International Corporation at 703-527-8000 or see the official website of www.sofexjordan.com for information on exhibiting or attending

Over the past 10 years, SOFEX has gained acknowledgement as the premier event of its kind in the Middle East and North Africa. The event brings together small and medium-sized companies and major international manufacturers to meet with the region's defense ministers, chiefs of staff, ministers of interior, senior army commanding generals, law enforcement officials, top government decision makers, and corporate officials. Over 420 exhibitors from 15 countries are expected to participate in 2006, while 10,500 military and business visitors from 23 countries, hundreds of journalists and media personnel, and 15 foreign military delegations with over 200 government and military VIP officials are expected to attend. The event is not open to the public.

Expo USA 2006 – Regional MERCOSUR

March 27-April 4, 2006

Locations: Riberão Preto and Porto Alegre, Brazil

Montevideo, Uruguay & Rosario, Argentina

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

A Multi-State Catalog Exhibition, offers an affordable way for small and mid-sized U.S. firms to gain valuable exposure and business contacts in four markets in Argentina, Brazil, and Uruguay holding clear potential for U.S. products, services, and technology across a broad range of industry sectors.

"Expo USA - Region MERCOSUR" in March 2006 will promote U.S. product literature, video presentations, and other audiovisuals to hundreds of business visitors at each location.

Rebuild Iraq 2006

April 3-6 2005

Location: Amman International Fair, Marj Al Hamam, Amman, Jordan

Contact: IFP Group, at +961 1 485555 or info@ifpexpo.com

Kallman Worldwide, Inc., together with the IFP Group Ltd., invite you to participate in REBUILD IRAQ 2006, the 3rd International Exhibition and Conference program for firms seeking to play a role in the reconstruction and growth of the Iraqi infrastructure and commerce. The four-day event takes place April 3-6, 2006 in Amman, Jordan, the acknowledged gateway to Iraq, and the scene of several successful tradeshows targeting the emerging Iraq market. The upcoming show has the full support of the U.S. Department of Commerce as well as the U.S. Embassies in Amman and Baghdad, who have termed "REBUILD" as "an ideal trade forum and meeting place bringing together buyers, manufacturers, suppliers and contractors". U.S. manufacturers supplying all phases of the construction, oil and gas, water treatment and delivery, power generation and distribution, communication, agriculture, food and beverage industries will find a ready market as these sectors seek to regain normal operating conditions. Educational materials and computer equipment, as well as hospital supplies, equipment and fixtures, home furnishings and appliances are equally in demand as the economy improves and stability returns to the war-torn country.

International Dental Exhibition and Meeting 2006 (IDEM)

April 7-9, 2006

Singapore

Contact: Carol Rudman, U.S. Department of Commerce, 202-482-0905 or carol.rudman@mail.doc.gov

U.S. companies showcasing the latest dental products and technology at IDEM 2006 Singapore, can profit from the show's broad international exposure. There will be opportunities to forge new business relationships, tap new resources, and expand exports in the ever-growing Asia-Pacific market. U.S. Department of Commerce Officials have once again included **IDEM 2006** in **USDOC's Trade Fair Certification Program** and solidly support this premier international dental event in Asia.

Analytica 2006

April 25-28

Munich, Germany

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov

Analytica has established itself as an internationally unique trade fair for marketable processes, products, applications and services for the entire range of laboratory uses. Besides

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

focusing on the latest industry trends, its objective is to depict the entire value-added chain in these application fields. The broad-based exhibition program covers the fields of instrumental analysis, biotechnology, diagnostics, laboratory technology, measuring and testing technology and quality control. What distinguishes Analytica from the other trade shows is the fact that it is a recognized character as leading exhibition, it completely depicts value-added chain for laboratories in industry and research, it contains an international mix: 36% of all exhibitors and 30% of all visitors come from countries other than Germany, it is increasingly important as an exhibition platform for Biotechnology and life sciences, it is a platform for the exchange of information and transfer of know - how in the Analytica Conference and Analytica Forum, and it focuses on growth segments such as bioprocess technology and laboratory automation.

Food Expo 2006

May 2006

Kazakhstan

For additional information Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or

Alexander.Amdur@mail.doc.gov

Food Expo 2006 is the largest and most internationally focused food and agro industry event in Central Asia. This trade show is co-located with Consumer Expo 2006, a significant regional event in Kazakhstan's consumer goods sector. As the government of Kazakhstan moves to promote diversification of its economy into the non-oil sector, and interest by its citizens in foreign food products increases, U.S. suppliers will find a growing market for their technologies and products. U.S. Commercial Service in Almaty will host a product literature center, at this trade show, which will offer U.S. companies a low-cost, yet effective, opportunity to explore Kazakhstan's market for imported food products. Besides staffing the booth and receiving and passing on, qualified inquiries on behalf of U.S. clients, the U.S. Commercial Service in Almaty also will translate participants' product information summaries into Russian. After the event, participants will receive reports on qualified trade leads and useful market insights.

SVIAZ/EXPO COMM Moscow 2006

May 10-13, 2006

Moscow, Russia

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539 or Bryan.Larson@mail.doc.gov

More than 72,000 attendees visited the 872 exhibiting companies from 33 countries during SVIAZ/EXPO COMM MOSCOW 2005. These individuals included manufacturers from the CIS and Baltic States showcasing their latest technologies and products in the fields of telecommunications, networking, wireless technologies, Internet, satellite, computers and peripherals, broadcasting and electronics on nearly 26,000 square meters of show floor at SVIAZ/EXPO COMM MOSCOW. In 2006, with the addition of the new

USA Pavilion, you will have an even greater opportunity to exhibit your U.S. telecommunications and IT products.

Healthcare Trade Mission AND Trade Show

May 22-27, 2005

Athens, Greece; Zagreb, Croatia; Bologna, Italy

Contact: Bill Kutson, U.S. Commercial Service, at 202-482-2839 or William.Kutson@mail.doc.gov

Are you looking to grow your exports? Mark your calendar and join the U.S. Department of Commerce's Healthcare Trade Mission to meet with prospective distributors, resellers, and strategic partners. This mission also offers:

- One-on-one appointments in all three markets
- Your own turnkey booth at Exposanita, Italy's premier trade fair and the second largest medical trade show in the European Union
- Broad range of healthcare products and services promoted, including products in the IT-healthcare sector, a burgeoning area in all three markets
- Industry experts in each host country will bring high-quality business contacts to meet with you.

Alexander Amdur

Commercial Officer

Architectural/Engineering Services,
Building Products & Equip., Energy,
Agriculture & Food Products

Bill Burwell

Director

Services, General Manufacturing &
Financial Services

Jolanta Coffee

International Trade Specialist

Travel and Tourism &
Environmental Technology

Deborah Conrad

Senior International Credit Officer

U.S. Small Business Administration
Trade Finance

Bryan Larson

Commercial Officer

Information Technology,
Telecommunications &
Education and Training Services

Kimberly Robinson

Trade Reference Assistant

General Information & Special
Projects

Jeanne Townsend

Senior International Trade
Specialist

Healthcare Technologies,
Biotechnology & Sporting Goods

Mathew Woodlee

International Trade Specialist

Safety and Security &
Aerospace and Defense

Call us Today! 410-962-4539

<http://www.buvusa.gov/baltimore>